



IASI - Office Market Analysis

IAȘI – overview



IAȘI is perceived as one of the most successful secondary cities from Romania.

- with more than 55k university students
- a pipeline of 1.100 IT-specialists and 1,500 economists, fluent in 1 or 2 foreign languages
- loyal workforce
- an unemployment rate above the national average
- the average salary 15-20% lower than the average salary for the capital city of the country.

ROMANIA is ranked on the 18th place in the hierarchy of attractiveness as venue for outsourcing, according to A. T. Kearney Global Services Location Index 2017

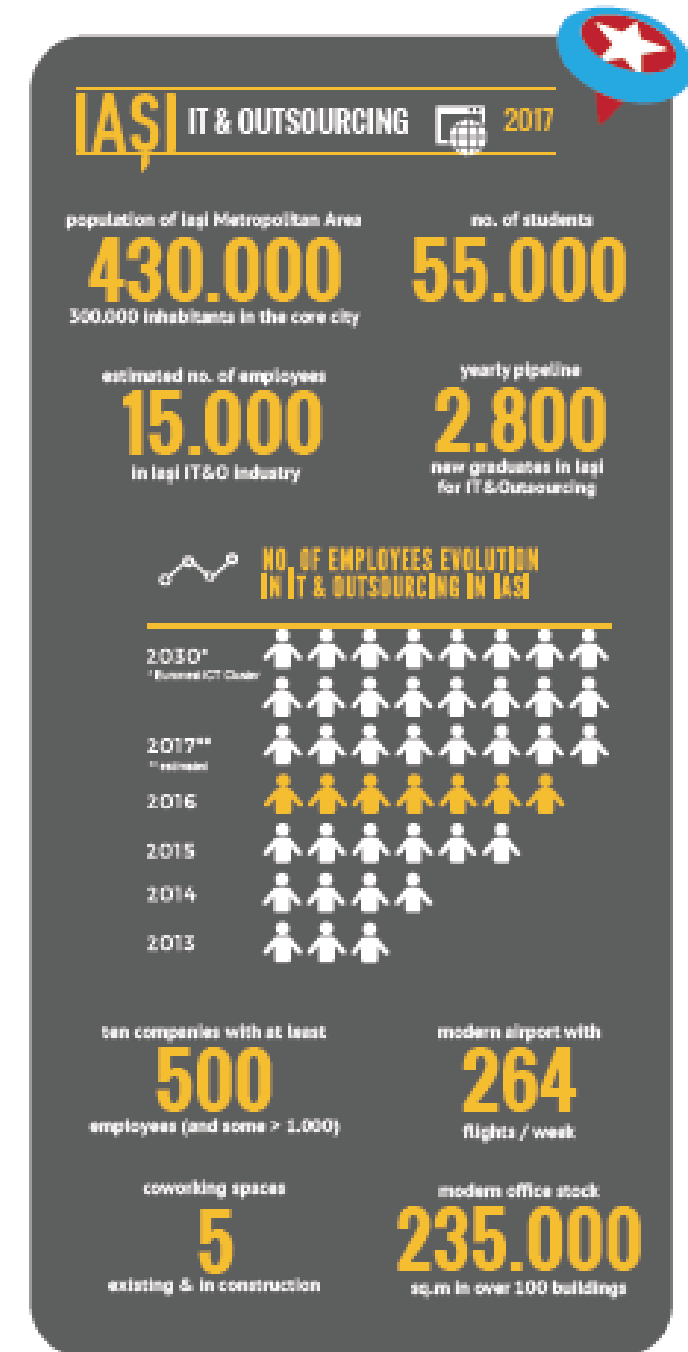
IAŞI – overview

Key figures about IASI office market

- 235.000 sqm modern office stock
- Less than 5% vacancy rate
- Prime asking rents 13-15 euro/sqm/month+VAT
- No new deliveries in 2017
- New projects announced for 2019-2020

- 100+ IT&O companies (with more than 10 employees)
- 16,400 IT&Outsourcing employees (end of 2016)

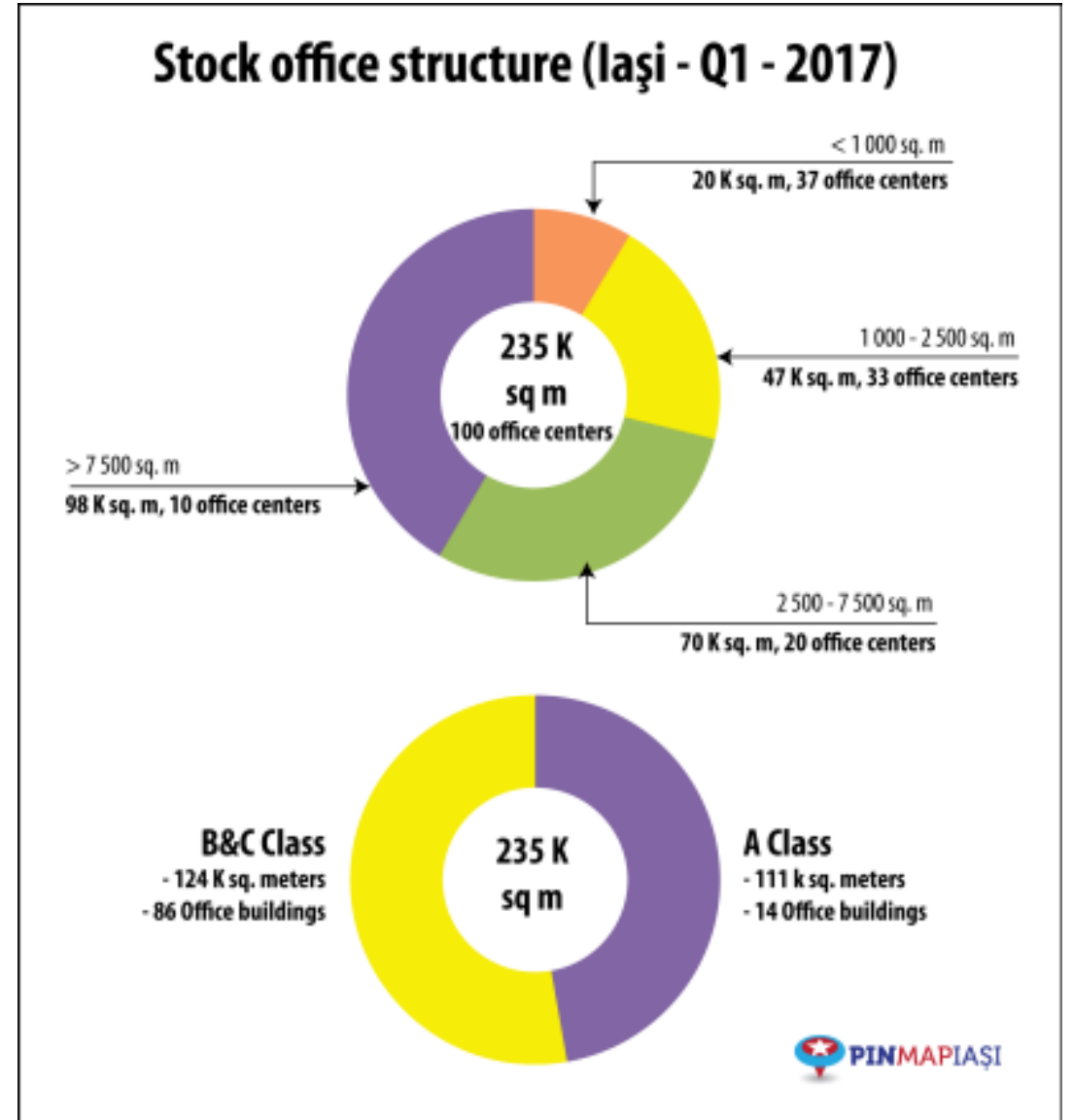
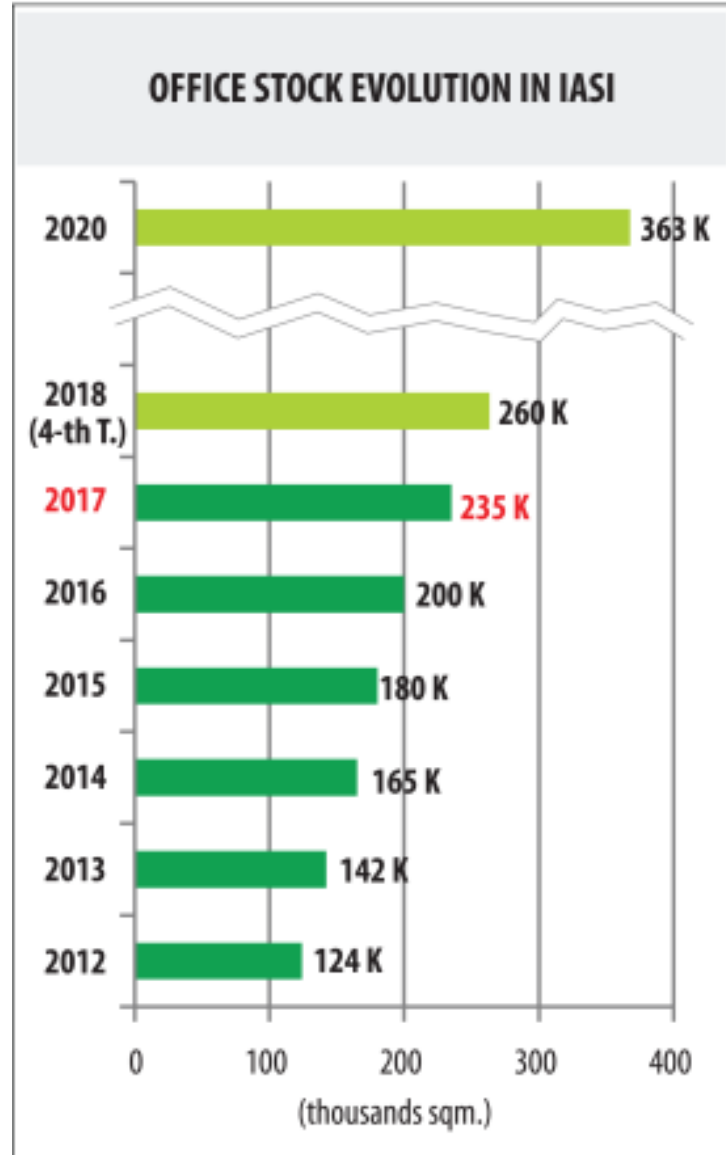
- 55.520 enrolled students
- 264 weekly airplane departures
- 101,43 Mbps internet speed (top 10 cities worldwide)



Office stock

235k sq.m office stock
(mid 2017)

- 25k sq.m in construction
- MCM Center (4K sqm)
 - EGros (5K sqm)
 - St. Lazar 56 (3K sqm)
 - Baza3 (13k sqm)

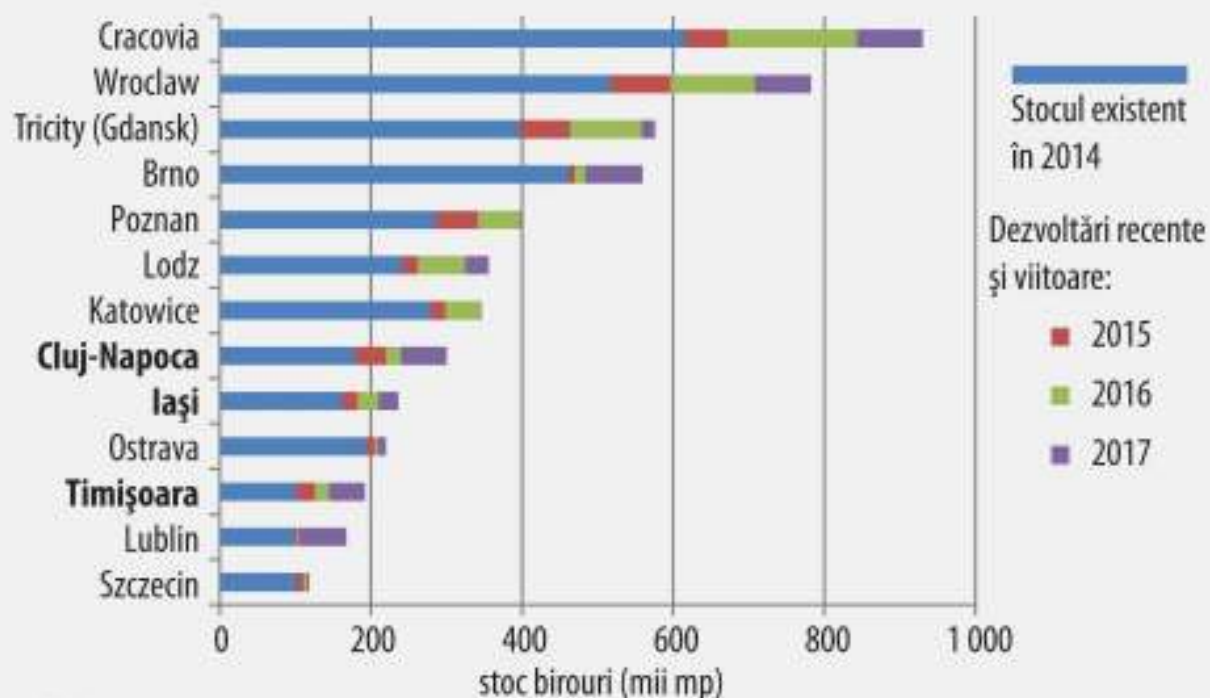


IAȘI – office market



Dinamica stocului de birouri (2014-2017)

Cazul orașelor secundare ale Poloniei, Republicii Cehe și României



Sursa datelor:

Colliers International Poland Annual Report - http://www.colliers.com/-/media/files/emea/poland/reports/2016/colliers_international_annual_report_2016.pdf?lo=en-PL

Colliers International Czech Republic - http://www.colliers.com/en-gb/czechrepublic/news_research

România: XL, Colliers, Echinax, DIZ Echinax, Ziarul Financiar, <http://www.wall-street.ro/>, CUGUMT – TIGBIS – Departamentul de Geografie, Universitatea „Alexandru Ioan Cuza” din Iași

What's next for IASI?

- **New companies** are opening operations in Iași (Preh, CRF Health, 3Pillar, Autoliv, E-On IT etc.)
- **Expansion** of the existing companies (area, no. of employees/surface) like Ness, Continental, UBIS, SCC, Accenture, LeviNine.
- Increase of the **modern offices stock** (to over 350k sq.m. GLA) in the next 3-5 years
- New **start-up accelerators** – TBNR (the best never rest) and **hubs** (Fab Lab Iași)
- **Airport traffic** will increase to more than 250 weekly flights and 1,2 million passengers yearly
- Adoption of a green buildings legislation

Rent levels

MODERN CENTRAL BUILDINGS

- Rent 13 - 15 euro/month/sqm
- Service charges 3 – 4,5 euro/month/sqm

OTHER MODERN BUILDINGS

- Rent 9 - 12 euro/month/sqm
- Service charges 2 - 3 euro/month/sqm

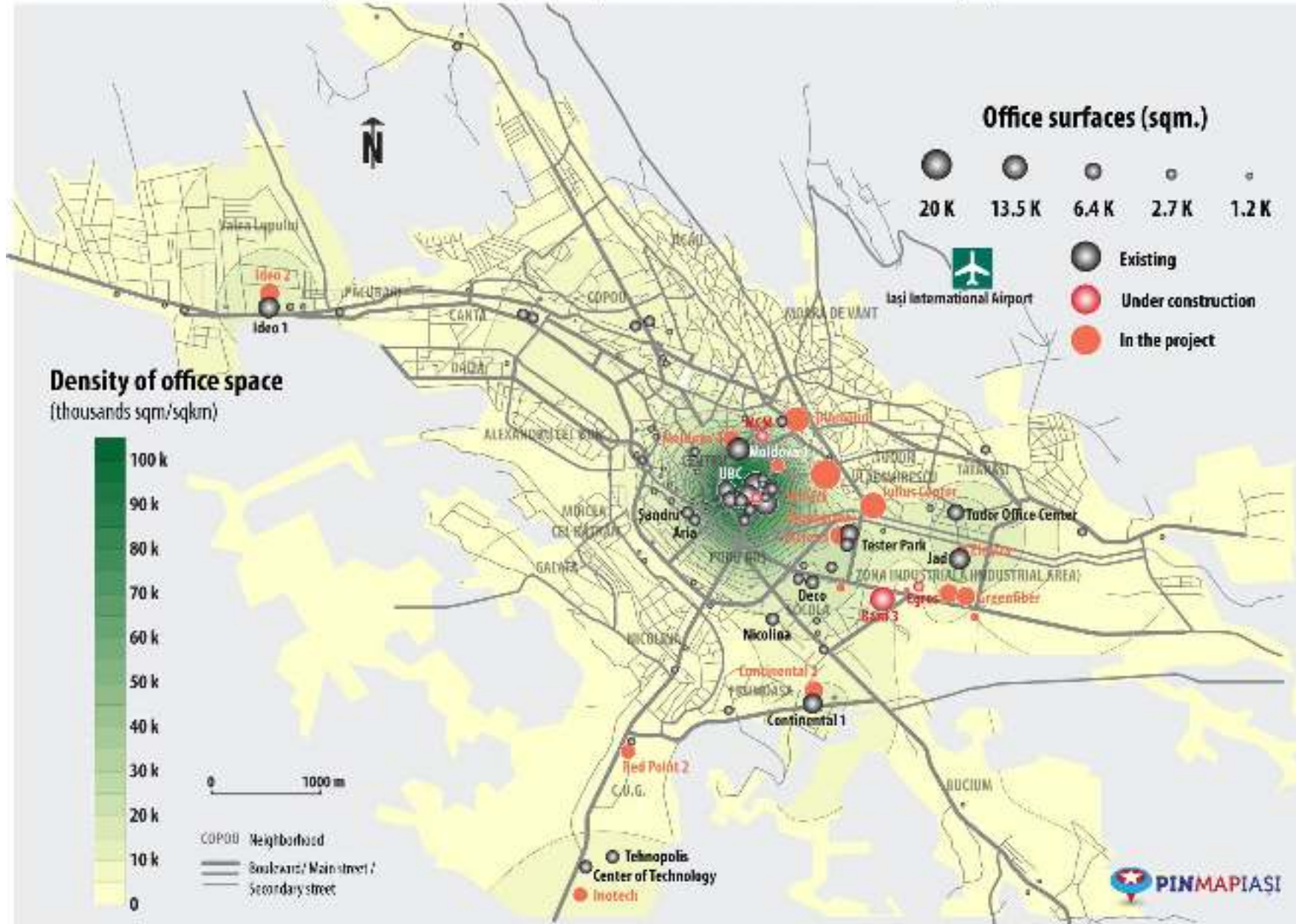
OTHER OFFICE BUILDINGS

- Rent 6 - 8 euro/month/sqm
- Service charges 1 - 2 euro/month/sqm

* All above sums do not include VAT

IASI OFFICE STRUCTURES DENSITY OF OFFICE SPACE FOR THE FIRST TERM OF 2017. THE PERSPECTIVE FOR 2020

(in kernel - over a 564,3 m radius, which describes a circle with an area of 1sqkm.)



Quo vadis IAȘI?

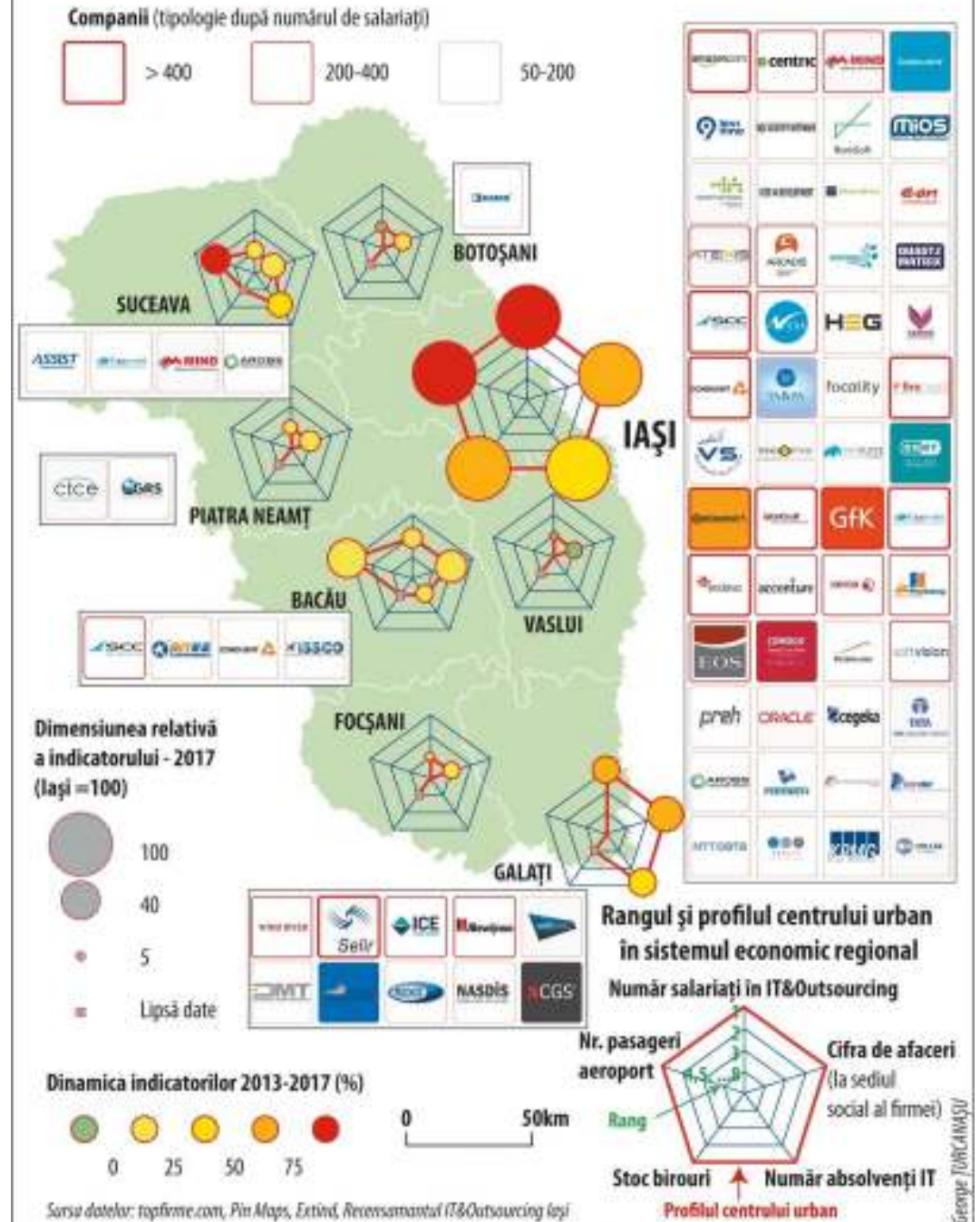
“In the central and northern part of Moldova we can already see a regional IT cluster taking shape, where Iasi is one of the first cities and it can rely in its development on the relocation of some BPO, SSC and ITO operations in the surrounding smaller cities.

Bacau, Suceava- both with important talent pools and even Botosani or Piatra Neamt, which have tradition in electronic and electrical industries and generated important players at a national level, which developed their own IT services.

Even Galati would have big chances in this industry if it would become an interface between the structures which are focusing on Iasi and Bucharest.”

George Turcanasu
www.pinmagazine.ro

INDUSTRIILE IT&OUTSOURCING LA NIVELUL MOLDOVEI ȘI DINAMICA LOR (2013-2017)



Trends



AFI Business Park
Openville TM
Palas Iasi

Cluj Business Center
AFI City

Green Buildings (office and residential)
School/ Kindergarden
Electric car charging stations
Track and bike field
Apartment
Co-working spaces
Technological centers/ parks
Business hotel
Conference/ show center
Park and pedestrian area

Offices + Residential = The future of real estate development

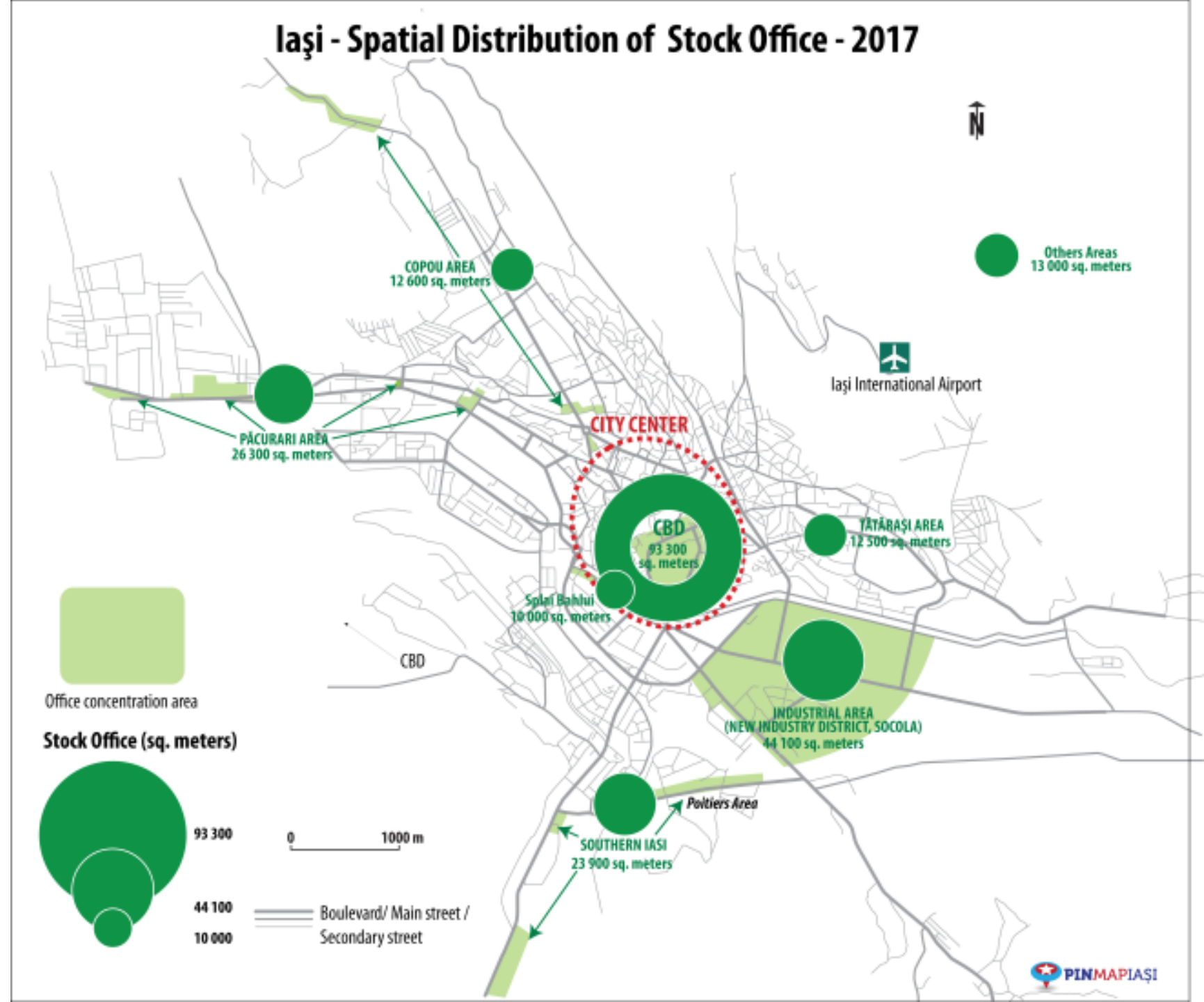
Mixed assemblies, whether office, retail or residential, will dominate real estate projects in the coming years. Mixed projects are very anchored in the contemporary world and meet the needs of today's employees because it creates an ecosystem of service mix.

Forecast

50-80k sq.m estimated demand for 2019-2020

CBD
West (ERA)
Industrial District

Green buildings
instead of A class



People, not square meters





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Welcome to IAȘI !